



virtuAIChE®

This month's meeting:

*Primary (with live presentation/live chat) Wednesday, Mar 25 at 9 pm ET (US) / 2 am GMT
Alternate 1 (with recorded presentation/live chat) Thursday, Mar 26 at 6 am ET (US) / 11 am GMT
Alternate 2 (with recorded presentation/live chat) Thursday, Mar 26 at 1 pm ET (US) / 6 pm GMT*

Is Your Focus Your Magic?

presented by Laura Dallas Burford, PMP

As a consultant, your consulting business is your baby. You have an emotional bond with it and at times it can be just plain frightening. Whether you are starting your consulting business or expanding it, clarity of vision is important but there is another key ingredient that if not properly defined and implemented, hinders your progress. That key ingredient -- YOUR FOCUS! Focus impacts everything from defining your ideal client and building meaningful relationships to how you deliver your services.

"Is Your Focus Your Magic?" discusses the key building block that answers the "why" and "what" questions that are so important to your clients and necessary for any successful consulting business. It is the consultant's responsibility to define their focus and then clearly articulate and implement it. Focus is a Consultant's Magic -- the key for their success.

Laura Burford focuses on helping business professionals achieve consulting success, enabling them to make money and live life on their terms. As she partners with consultants to unlock their potential, she leverages her proprietary Consultancy Model®, a framework designed based on Laura's thirty plus years of consulting experience and expertise. The model is supported by the Consultant Jumpstart Blueprint® and on-line courses at Laura's Consulting Guide. The blueprint and courses include flexible guidelines to help professionals become successful consultants

Laura began her own management consulting firm focused on information technology in 2002 after 9/11 forced the closing of a start-up international consulting operation. Over the years, her firm has changed to where it is today -- a firm focused on helping consultants and business leaders grow their own consulting businesses. Prior to starting her own business, Laura was recruited by the CEO of a Fortune 100 company for a start-up consulting operation, worked 10 years for two "Big 4" consulting organizations, and worked with or consulted to several Fortune 50 companies. Laura offers consulting and project management seminars, is a public speaker, writes blogs and articles for trade magazines, and supports her own YouTube channel focused on providing consulting insights. She is the author of *Project Management for Flat Organizations* (2012, J. Ross Publishing, Inc.), one of ten 2013 Small Business Book Awards winners.

March Meeting

Join Instructions and Add-to-Calendar Links

Primary	Alternate 1	Alternate 2
(Live Webinar/Live Chat) Mar 25 at 9 PM EST / 2 AM GMT	(Pre-Recorded Webinar/Live Chat) Mar 26 at 6 AM EST / 11 AM GMT	(Pre-Recorded Webinar/Live Chat) Mar 26 at 1 PM EST / 6 PM GMT

Click [here](#) and use meeting number (access code): 167 891 908 to log in.
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877 853 5257 US Toll-free
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(New York)

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Introducing Our January Meeting Raffle Winner!

Every month, a dues-paying member who signed in for the duration of the monthly webinar is selected at random to win a free year of VLS membership (Executive Committee members and previous winners during the current year are ineligible). We are pleased to introduce our January winner – Andrew Sloley.



Q: : what made you want to be a chemical engineer?

A: I can't claim any great plan for the decision to become a chemical engineer. One day friends and I were discussing what we were going to do when we finished high school and were going off to University. The idea of studying chemical engineering just popped into my head and that's what I said I'd do. I've now been working as a chemical engineer for over 40 years and think that it's been a great career.

Q: What school(s) you went to?

A: The University of Tulsa (TU) was down the street from where I lived. Staying at home was by far the cheapest thing to it. TU also had a good chemical engineering program so it made a great fit. At that time Wilbur Nelson (author of Petroleum Refinery Engineering) was there as well as the book's co-author Paul Buthod. I never had a class with Nelson, he passed away the year I started. But I did take heat transfer and also design project classes from Buthod. Later I took MBA classes at the University of Louisiana in Baton Rouge. This effort was abandoned as being the wrong thing at the wrong time. 1982-1984 weren't good years for chemical engineers in the U.S.

Q: What kinds of jobs have you held?

A: Jobs have covered the range: operating companies (Exxon), vendors (Glitsch), consultants (PCS, independent, Advisian), and E&C (VECO, CH2MHill). This covers the range from the largest companies to startups. Sometimes I've moved and sometimes the company moved (buyouts and mergers).

They've covered overseas assignments and most of the United States. Not all of them have been great, but I've learned and profited from every one.

Q: Where do you live?

A: For the last 17 years I've been in Bellingham, WA, just south of the Canadian border. The plan is to stay here.

Q: Why did you join the Virtual Local Section?

A: There used to be a Puget Sound section, but it faded away. All the Puget Sound members got folded into the VLS.

Q: Any hobbies that are connected to chemical engineering?

A: You've got to call AIChE participation a hobby. You certainly don't get paid for the time you put in. This year I'm the Separations/Distillation programming chair and running for a director position in Fuels & Petrochemicals.

AIChE News

The AIChE hosts technical conferences around the world. Check www.aiche.org/conferences for registration and presentation information for this year's events.

Dates	Event
Mar 4	What is Safe Discharge?
Mar 11 – 12	12 th AIChE Midwest Regional Conference
Mar 11	Modeling Corrosion and Corrosion Protection Live Webinar
Mar 18 – 19	5 th Europe Regional TSC Meeting. Basel, Switzerland
Mar 25	Simulation-driven Engineering for the Modern Chemical Engineer
Mar 26 – 29	2020 Southern Student Regional Conference
Mar 27 – 29	2020 Southwest Student Regional Conference
Mar 29 – Apr 2	2020 AIChE Spring Meeting and 16 th GCPS
Mar 29 – Apr 2	RAPID@Spring 2020
Mar 29	Intersection Between Process Safety and Process Intensification: An Interactive RAPID/CCPS Workshop
Mar 30 – Apr 1	2020 Frontiers in Particle Science and Technology
Mar 31	Rising Star Leadership Workshop for Women Engineers at AIChE Spring Meeting 2020
Apr 1 – 2	Spring 2020 TSC Meeting
Apr 3 – 4	2020 Mid-America Student Regional Conference
Apr 3 – 4	2020 Western Student Regional Conference
Apr 3 – 4	2020 Rocky Mountain Student Regional Conference
Apr 4 – 5	2020 Eckhardt Northeast Student Regional Conference
Apr 8	Process Intensification in the Pulp & Paper Industry
Apr 16 – 18	2020 Colombia Student Regional Conference
Apr 17 – 18	2020 North-Central Student Regional Conference
Apr 24 – 25	2020 Pacific Northwest Student Regional Conference
Apr 24 – 25	2020 Mid-Atlantic Student Regional Conference

Upcoming VLS Meetings

The VLS has monthly meetings. The following meetings have firm dates and speakers.

Dates	Topic
April 2020	Future of Engineering Panel
May 2020	Dynamic Simulations for Process Safety and New Operator Training
June 2020	AI in Engineering
July 2020	Julia Programming Language

Past VLS Meetings

The VLS records its monthly meetings and archives them on the AIChE Academy website in case you missed a meeting or are looking for a particular topic. See below:

Date	Event
Feb 2020	DIERS data/standards in HAZOPS of two phase flow
Jan 2020	A Brief History of Measurement
Nov 2019	Using Thermal Imaging to Guard Industrial Facilities
Sep 2019	Python for chemical engineers: Getting started
Aug 2019	Reactive Chemical Hazards
Jul 2019	Should I Py or Should I Fortran?
Jun 2019	Design Considerations for Organic Electronic Materials and Devices
May 2019	Why Can't You Compete Without Virtual/Augmented Reality in Your Plant
Apr 2019	The Chemistry of Bourbon: The "spirit" of molecules
Mar 2019	Demystifying Professional Engineering Licensure and How to Put it to Work for you
Feb 2019	Municipal Wastewater and Sludge Are a Resource, Not a Waste: Coping with Tightening Water Supplies and Limited Landfill Availability

4th Annual Beer Brewing Competition (ABBC)

The 4th Annual Beer Brewing Competition (ABBC) AIChE local sections will be taking place at the 2020 AIChE Annual Meeting in San Francisco, CA in November. The registration process for the 2020 ABBC will be opening in late Spring. Since it takes time to put together a team of brewers, you can start recruiting teammates and coordinating your brews early. To learn more about the ABBC, go to www.aiche.org/community/awards/aiche-beer-brewing-competition.

The VLS Executive Committee has approved the first VLS team for 2020, led by Cato Laurencin and includes YP Mike Lambert.

The Virtual Local Section's Executive Committee

Officers

Chair:	Dan Lambert
Senior Vice Chair:	Paul Adamson
Vice Chair Pro Tem:	Aaron Sarafinas
Immediate Past Chair:	Kirsten Rosselot
Secretary:	Laura Gimpelson
Treasurer:	Jennifer Brand

Directors

Member Care	Louis Mielke
Publicity	Paul Shuey
Newsletter	Mario Arredondo
Programming	Richard Evans
	Scott Clarke
Member Feedback	Paul Wissmann

Did You Know?

You can visit [the VLS website](#) for more information on the Virtual Local Section's mission, activities, and membership. Also at this website, AIChE student members and VLS members can watch previous webinars for free.

Subscription Information

Current fully paid members of the Virtual Local Section receive this newsletter. If you wish to update your email address, contact the AIChE's New York Office for Permanent Address Corrections at xpress@aiiche.org or 1-800-242-4363

Continuing Education Credits

Members of AIChE can receive 1 hour of continuing education/professional development credit for attending Virtual Local Section webinars. Send your name, the certificate number on your professional engineer's license, and the licensing entity (state or country) in which you are licensed to our Secretary, [Laura Gimpelson](#), to receive one hour of continuing education credit for attending this meeting.